

Duxbury native changes tack in life

Opens new business

By Kathryn Koch
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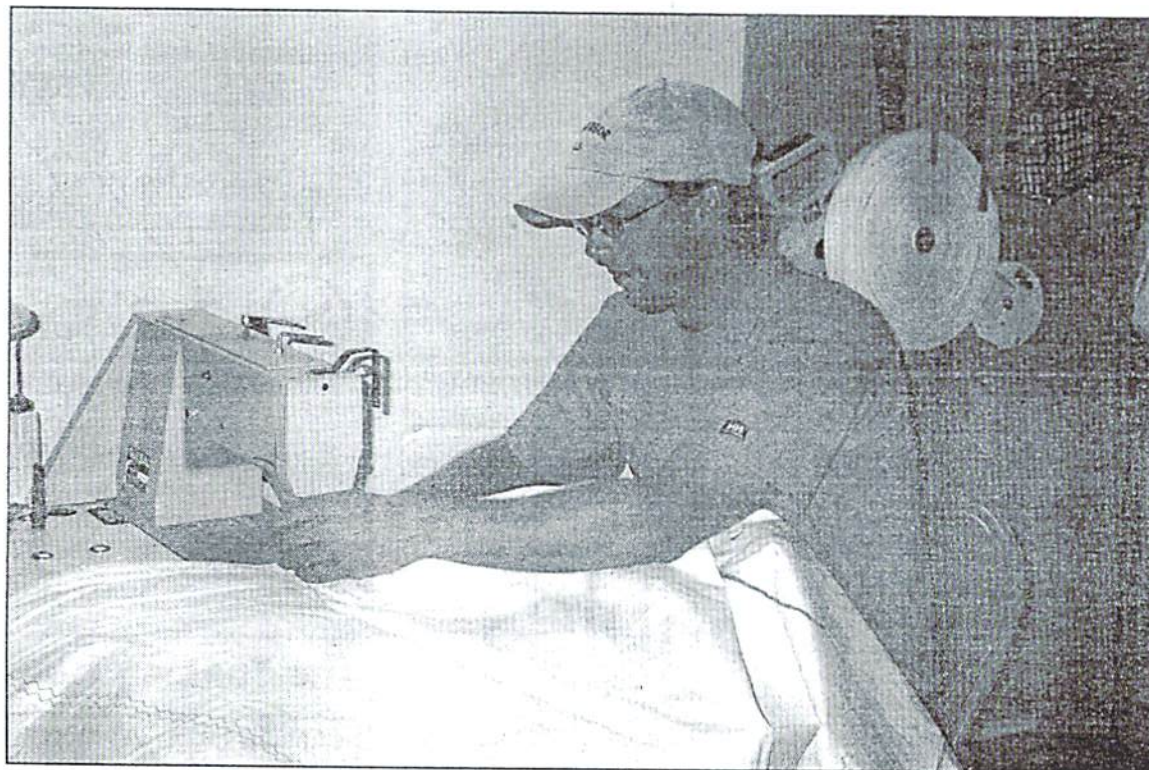
DUXBURY — His decision to set sail on a new venture has returned a Duxbury native to his hometown.

Snug Harbor Sails founder Ed Mayo, 25, has been sailing in Duxbury Bay since he was 4 years old. When it came time to start his own business, he decided to return to Duxbury.

After Mayo graduated from Duxbury High School in 1996 he studied naval architecture at the University of New Orleans, which had the largest program in the country. Summers he worked at the Duxbury Bay Maritime School teaching sailing. During the school year he worked for North Sails in New Orleans.

After graduation, Mayo entered the design program at the Landing School in Kennebunkport, Maine and worked for a North Sails loft. For six months he was a teacher's assistant but was soon on the island of St. Croix working on 65-foot catamarans that would sail to Key West, Hawaii and the Amazon. After two years he moved to Trinidad for eight months to work with actress Gwyneth Paltrow's uncle designing a refurbished 93-foot Catamaran. When that project ended, he went to work for a sail company in Freeport, Maine, but he eventually tired of working for someone else.

"I said either I get a raise, or I start my own loft," he said. "So I started my own loft."



Staff photo/Kathryn Koch

Setting sail — Duxbury native Ed Mayo has returned to town as founder of Snug Harbor Sails, a full service sail loft.

Mayo, who currently lives in Brant Rock, has teamed up with UK Sailmakers of New York to open a full service sales loft, now located in the long shed at Duxbury Harbor above Snug Harbor Yachts. His plan in the near future is to move to a 20,000-square-foot space on Railroad Avenue at the former site of Goodrich Lumber, which moved to Kingston.

With North Sails already a major player in the area with locations on Cape Cod and in Marion, and Quant-

tum Sails in Marblehead, he decided to go with UK Sails. His is the only UK loft in the area.

"I figured it was a good, open market, and UK has been around since the mid-1940s," he said.

Mayo signed a franchise agreement with UK Sails in July and has been operating for over a month. The business includes sail repair, canvas repair, building dingy sails and selling UK Sails products.

"The bread and butter of this business is service," he said.

He can't race the big boats in the Duxbury Bay because it's not deep enough, but he enjoys racing sailboats in Hull and Hingham Bay. And this winter he is set to rejoining the Scituate Frostbite Society in their winter sailing races.

"Racing is 50 percent of my life," he said.

Mayo also enjoys offshore racing, which is a good thing, because it's good for business to be seen sailing across the Atlantic.

Next time he will participate in

the Liberty Cup race from Marblehead to France. Last year he raced from Newport, R.I. to Bermuda, and in February he raced in the 800-mile Montego Bay Pineapple Cup. Some day he hopes to sail around the world single-handed.

Mayo said November through May will be his busy season as boat owners take their boats out of the water and then get their sails repaired and cleaned of salt.

Mayo is also a marine surveyor and boat appraiser. He plans to return to that line of work during the summer, which is his slow season.

His goal is to have his own manufacturing loft. After about three years in business, if UK Sails considers his to be a worthy franchise, Mayo could be selected as the boss in New England. The prize, a \$50,000 investment in the form of a plotter table for working on sails.

Some day Mayo plans to get into sail design on a larger scale, but that's for later in life, when it's time to sit at a desk.

Mayo's life is changing. He currently lives in Brant Rock and is set to marry his fiancée, Samantha Lombardo, a jeweler at Duxbury Jewelers, next October.

Besides Mayo, Snug Harbor Sails is staffed by Duxbury native John Camera handling one-design sails, Boston native Tom Moore handling sales, and Kevin Logue, a South Shore native, handling service.

Although he hasn't been back very long, he said he's already started building his reputation and is determined to make sure all the sailors on the South Shore know who Ed Mayo is.